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January 31, 1996

RECEIVED

VIA MESSENGER

EX PARTE OR LATE FILED Mr. William F. Caton Acting Secretary Federal Communications Commission 1919 M Street, N.W. Washington, D.C. 20554

JAN 3 1 1996

FEDERAL COMMUNICATIONS COMMISSION OFFICE OF SECRETARY

Re: Ex Parte Presentation CC Docket 94-102

Dear Mr. Caton:

On behalf of KSI Inc. ("KSI") and pursuant to Section 1.1206(a) of the Commission's Rules, this will constitute notice that on January 30, 1996 Charles J. Hinkle, Jr. and John Maloney of KSI and Robert B. Kelly of Kelly & Povich, P.C., counsel to KSI, met with John Cimko, Chief of the Policy Division of the Wireless Telecommunications Bureau and the Staff of the Policy Division regarding the FCC's Notice of Proposed Rule Making in the above-referenced Docket. The parties discussed the matters raised in KSI's Comments and Reply Comments in the subject proceeding. In addition, copies of the attached material were distributed and discussed at the meeting.

Two copies of this notice are submitted herewith pursuant to Section 1.1206(a)(1) of the Rules.

Should there be any questions on this matter, kindly communicate with this office.

Sincerely,

Robert B. Kelly

cc (w/o att.): John Cimko, Jr.

No. of Copies rec'd_ List ABCDE

EX PARTE PRESENTATION DOCKET 94-102

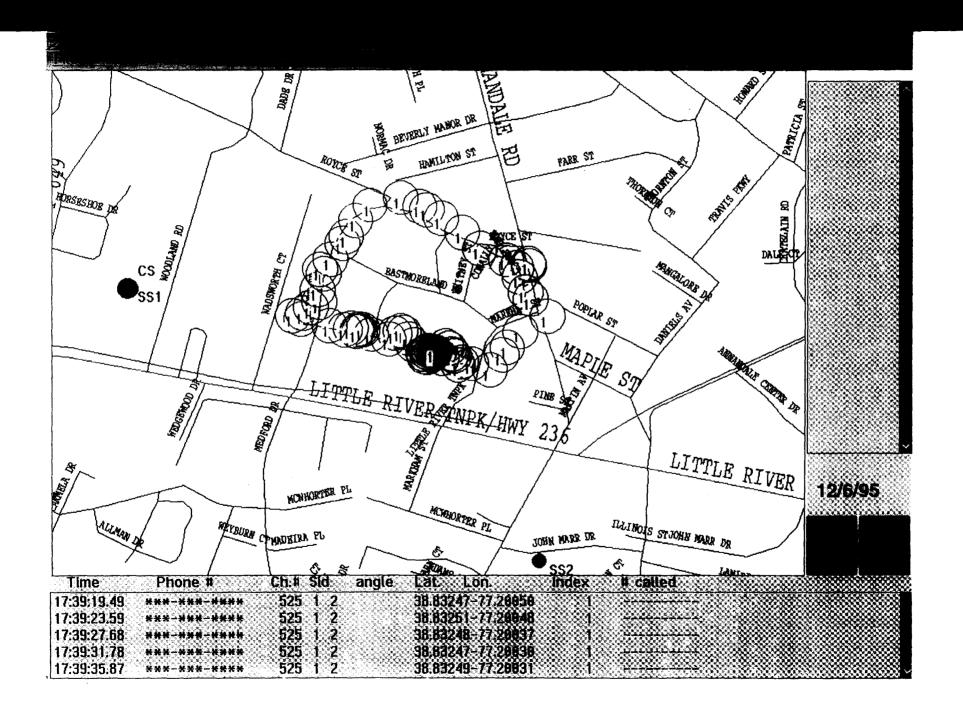
January 30,1996

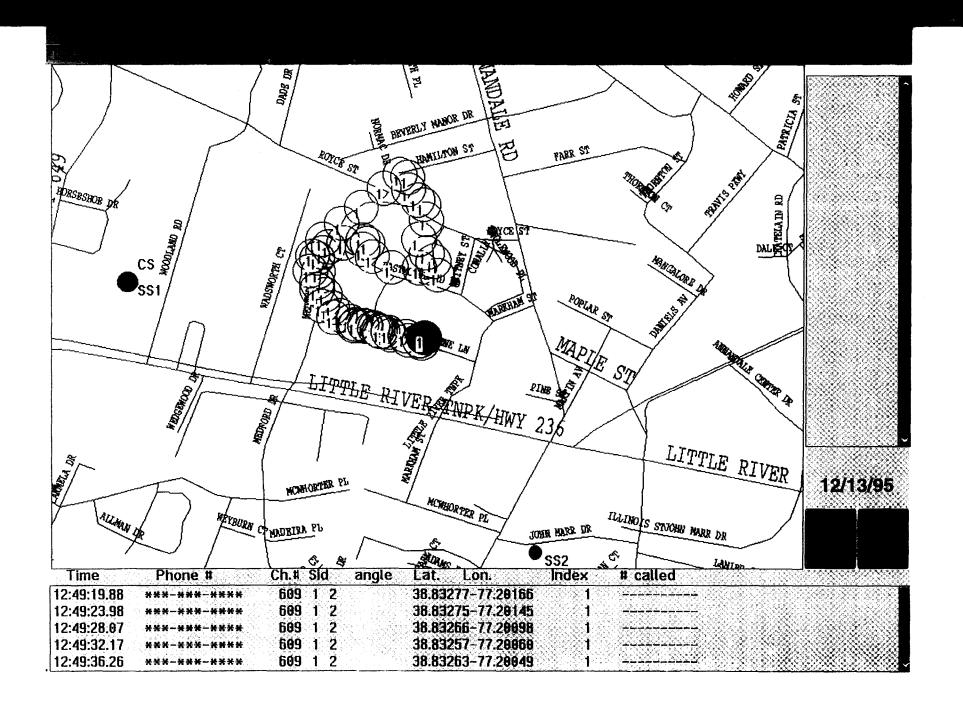


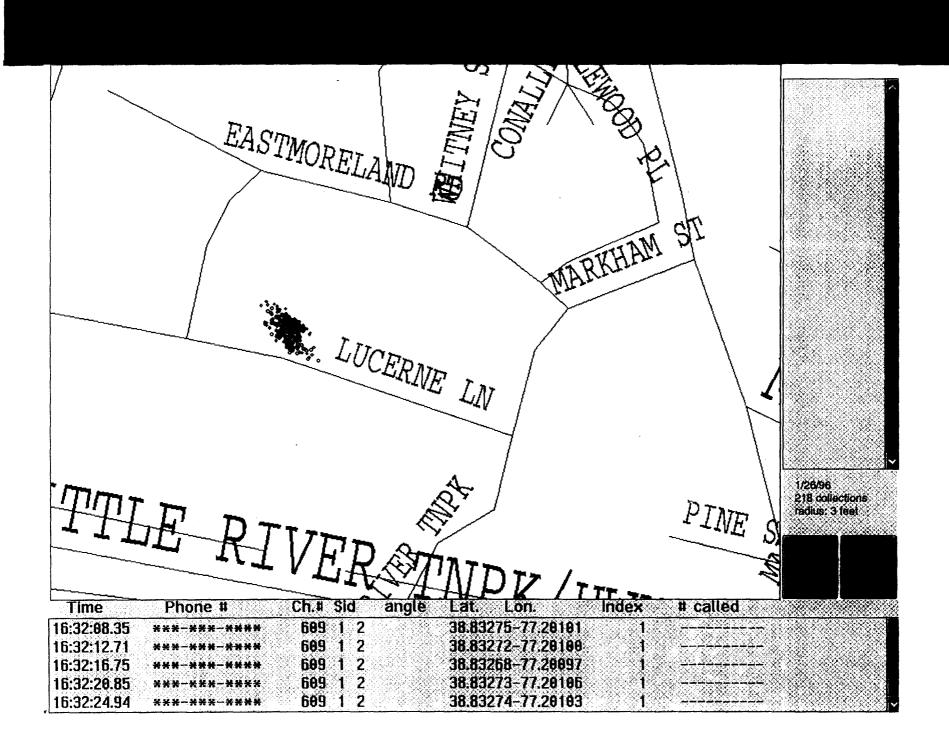
KSI Inc . (703) 941-5749

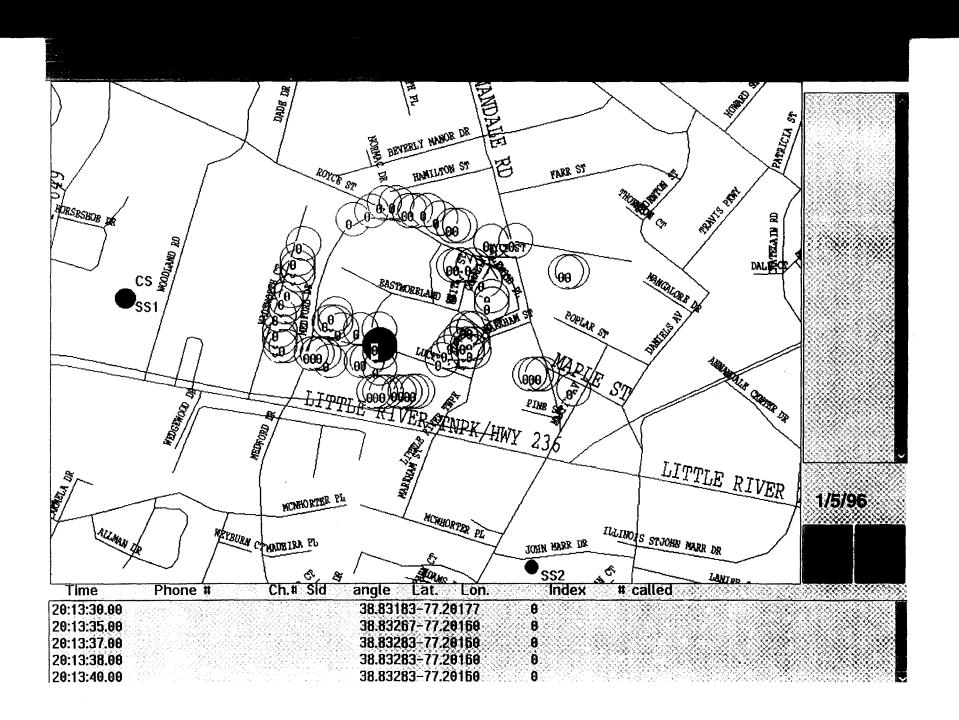
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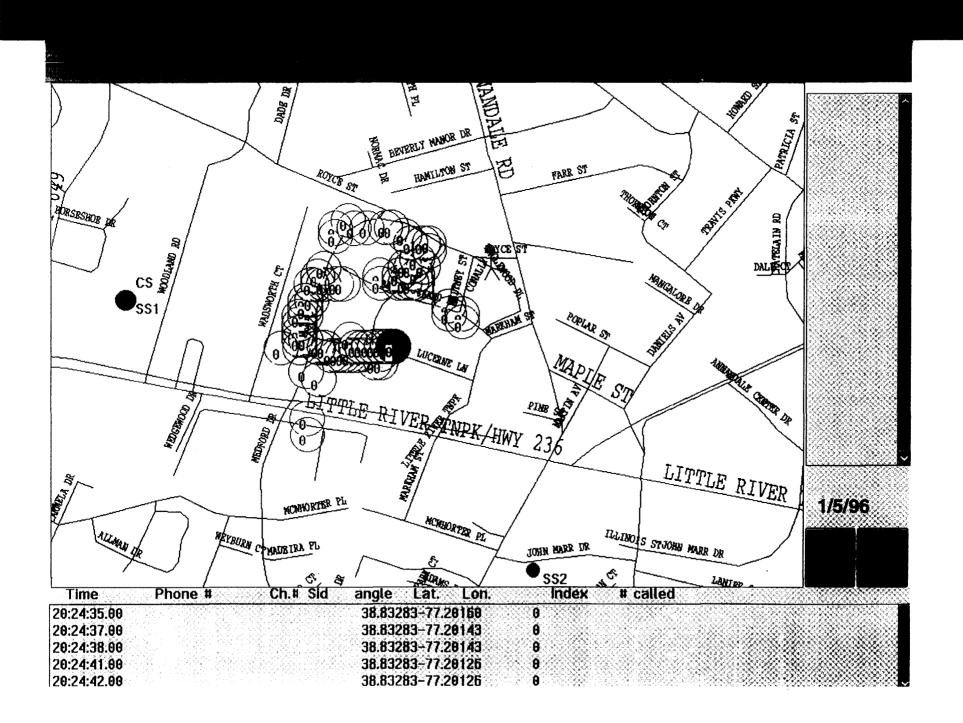
- Recent DFLS And GPS Actual Data Location Displays
- Existing LMS Product/Service Information
- Report And Order (PR Docket No. 93-61) Observations
- Other Topics
 - Related Information
 - Current Status
 - Questions

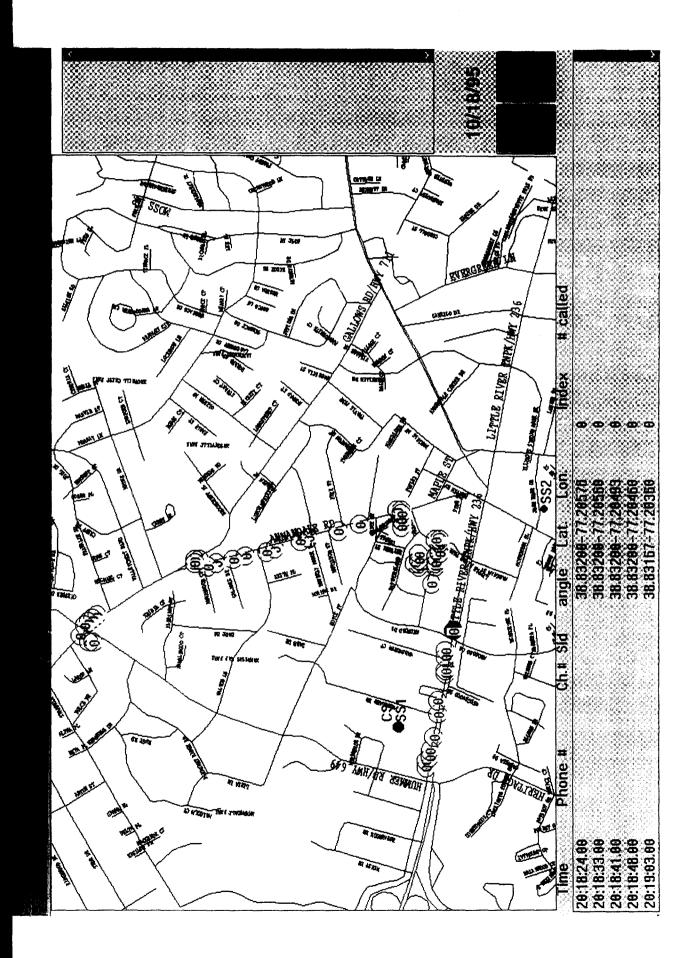


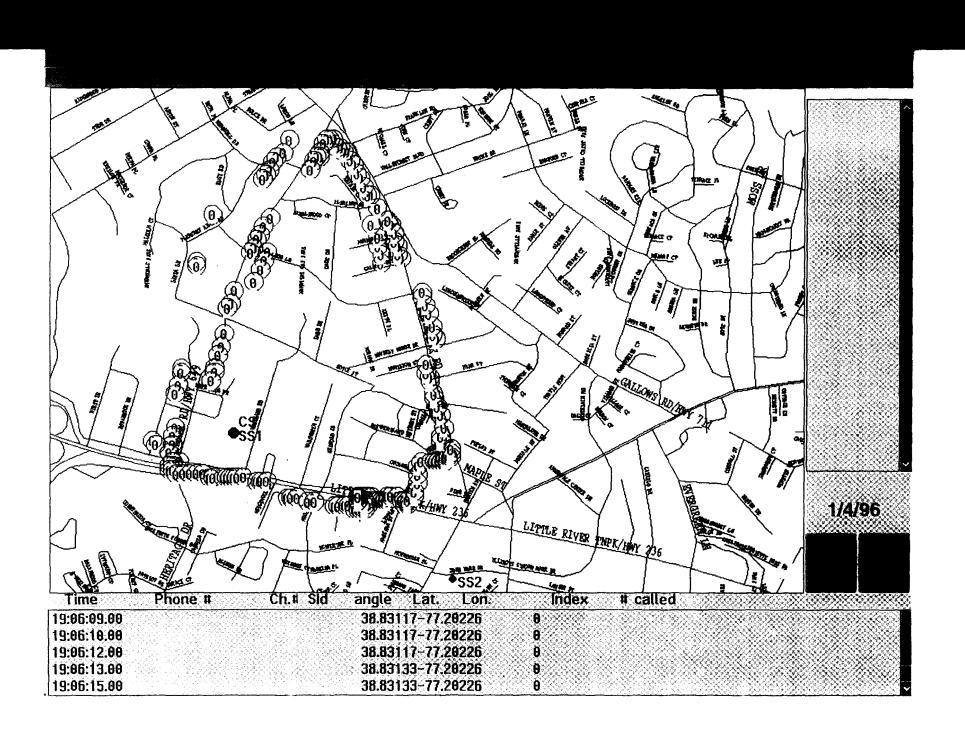












- Safety And Security
- Reasonable Cost
- Ease Of Operation
- In Vehicle Accidents: Automatic 9-1-1 Dialing And Location

- AOA Technology Provides Cost-Effective, Reliable Localization
 - 125 Meter Location Accuracy
 - Any Cellphone
 - Any PCS
 - Control, Voice, Or Data Communications
 - No Modifications To Phone

Motorola

- Cellular Positioning And Emergency Message Unit
- Remote Emergency Satellite Cellular Unit (RESCU) To Be Installed in '96 Lincoln Continentals
- GPS Positioning, Voice Communications
- Trimble GPS-Based AVL Systems
 - Dispatch And Monitor Delivery Trucks (Netherlands)
 - Dispatch Police, Fire, And Rescue Units To Emergency Sites (Reduces Response Time, Increases Productivity)
- S₂RK Advanced Technologies (Canada)
 - GPS/Cellular Communications-Based Vehicle Tracking System
 - Vehicle Security For Truck Fleets And Personal Vehicles
 - Field Tested In Europe

- Multiple Companies Offer Technologies To Provide E-9-1-1 Localization
 - Direction / Angle of Arrival (DOA / AOA)
 Infrastructure
 - Time Difference of Arrival (TDOA) Infrastructure
 - Phone Augmentations : GPS And Others

- Infrastructure-Based Location Systems
 - No Add-On Equipment Required
 - Location Accuracy Comparable To GPS
 - Can Provide An Automatic Accident Alarm Feature
 - Applicable To PCS And In-Vehicle Phones
- GPS-Based Location Systems
 - Require Major Retrofit Of Current Phones
 - Require Add-On Equipment In Vehicle: \$500 \$1000
 - Require Backfit Of Vehicles with Cellphones
 - Require Additional Restrictive Equipment With PCS Phones

Report And Order, Docket 93-61

Observations

- Continues Recognition Of The Existence, Use, And Proliferation Of AVM/LMS Systems
- Changes Name Of Service From Automatic Vehicle Monitoring (AVM) To Location And Monitoring Service (LMS)
- Recognizes The Need To Locate And Monitor "... People And Objects As Well As Vehicles"
- Recognizes The Ability To "... Locate Vehicles (And Other Moving Objects) With Great Accuracy "

Conclusions

Docket 94-102 Should Accept The Tenets Of 93-61 Location
 Technologies Are Mature, Able, And Reliable And Can Satisfy
 94-102 Position Determination Requirements

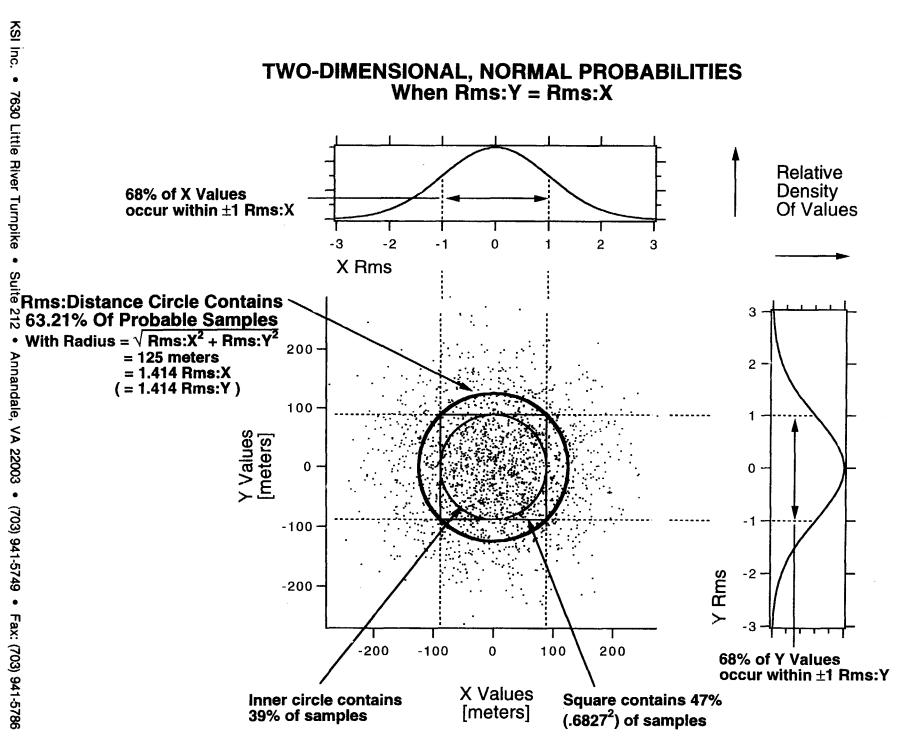
Related Information

Current Status

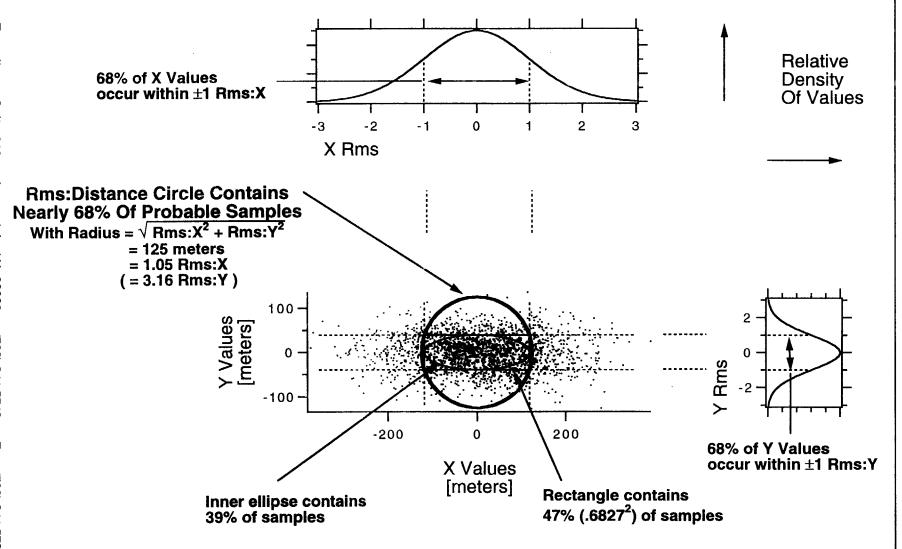
Questions

- Wireless Customer Base Continues To Grow
 - Approximately 34M Today
 - Estimated 44M End 1996
 - Estimated 100M End 2000 (5 Years)
- Personal Safety Is Major National Concern
 - CMRS Providers Are Promoting Rescue Capabilities
 - Mr. Rescue, Etc.
 - CMRS Providers Are Promoting Ubiquitous Features
 - Inter and Extra Home And Vehicular (ITS) Issues Are Increasing
- Consumers, In General, Require Solutions That Are
 - Transparent (Easy To Use)
 - Affordable (Low To Moderate Cost)
 - Universal (Limited Location Or Application Restriction)

TWO-DIMENSIONAL, NORMAL PROBABILITIES When Rms:Y = Rms:X



TWO-DIMENSIONAL, NORMAL PROBABILITIES When Rms:Y = 1/3 Rms:X



EX PARTE PRESENTATION DOCKET 94-102

ATTACHMENTS

- 1. J. D. Power and Associates' September 26, 1995 news release
- 2. Boat/U.S. Reports, January 1996, selected articles
- 3. CellularOne 24-hour nationwide roadside service brochure
- 4. ITS Quarterly, Fall 1995
- 5. ITS World, January/February 1996



CONTACT: Patricia A. Patano at (818) 889-6330

J.D. Power and Associates New Consumer Study Reveals Hot New Automotive Technologies

FOR IMMEDIATE RELEASE: September 26, 1995

AGOURA HILLS, CALIFORNIA—New technologies designed to help improve vehicle-owner safety and security offer significant potential for automotive manufacturers. In a new study called Automotive Performance, Execution, and Layout, known as APEALsm, J.D. Power and Associates measured consumer opinions on new technologies currently being explored by auto manufacturers. The new vehicle features at the top of the consumer interest list are technologies that lessen the chance of an accident. Of those innovations, run-flat tires generated the greatest interest among consumers, and close to one out of two consumers indicated they would be willing to pay extra for them. Run-flat tires were defined as tires consumers could "drive up to 100 miles on a flat tire, completely eliminating the need for a spare."

The emerging technologies of greatest interest to consumers are:

- 1. Run-Flat Tires: Drive up to 100 miles on a flat tire.
- 2. Automatic 9-1-1 Dialing: In an accident, vehicle would automatically contact 911 and report location.
- 3. Vision Enhancement: Computer screen display to aid driving when visibility is poor.
- 4. Automatic Stability Control: Sensor would keep driver from losing control.

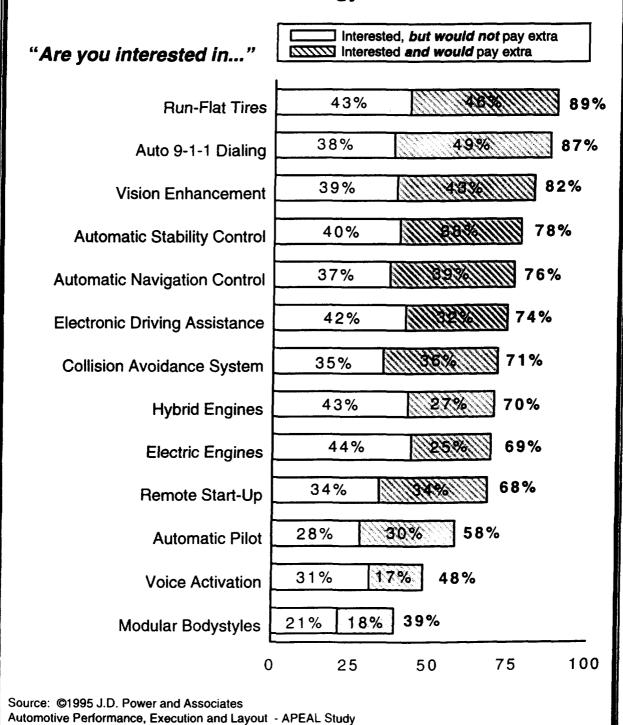
(Page 1 of 2)

- 5. Automatic Navigation Control: By entering an address or location, this system would direct driver around traffic jams to destination using a computer screen.
- 6. Electronic Driving Assistance: An alarm would sound if the vehicle was in danger of hitting another vehicle or passenger.
- 7. Collision-Avoidance System: A sensor device that would warn vehicle of the danger of a collision and apply brakes.
- 8. Hybrid Engines: Engines powered by electricity with a gasoline backup.
- 9. Electric Engines: Engines run on electricity to reduce exhaust.
- 10. Remote Start-up: A button on the key would start vehicle from a distance.
- 11. Automatic Pilot: Vehicle would automatically follow the road and drive to destination.
- 12. Voice Activation: Vocal commands tell car what to do.
- 13. Modular Bodystyle: Three or four different body styles would be available allowing driver to change vehicle configuration.

In commenting on the new study, J.D. Power III, President and Founder of J.D. Power and Associates indicated that, "Consumers are clearly interested in new devices that will help alleviate concerns about their safety and security. Manufacturers and their suppliers would do well to focus on these important consumer needs and wants."

J.D. Power and Associates is an international marketing information firm with headquarters in Agoura Hills, California. The firm also has offices in Detroit, Michigan; Torrance, California; Westport, Connecticut; Toronto, Canada; and Tokyo, Japan. J.D. Power and Associates is best known for its marketing information, consulting and measurement expertise in the areas of consumer opinion and customer satisfaction.

APEAL Study° New Technology Interest



Cellular Phones Have Nautical Limits

The prices are dropping and the service is getting more competitive So why mit rely solely on a cellular phone when out on your boat?

More and more skippers and their mates are doing just that for a variety of reasons. In many areas. cell phone service is excellent and covers a broad region. The conversation is private and you normally have no problem getting through.

Marine VHF radio frequencies, on the other hand, are often congested and there is no assurance of getting a message out or receiving a reply amidst ail the chatter that sometimes clutters the airwayes. Add to this the \$75 "user fee" for the required FCC beense, and it's no wonder that a recent sampling of BOAT/U.S. members who had called for towing assistance found that 35% had only a cellular phone on board their boats -- and no twoway radia

But before boat operators rely solely in a cellular phone for onboard communications, they should be aware of a few significant safety concerns

In a distress situation, using VHF Channel 16 for a "mayday" call alerts not only emergency dispatchers such as marine police and the Coast Guard, but all other vessels within range. Quite often it turns out that the boat nearest the emergency is another recreational boater, not the police or Coast Guard, who could be hours away.

Current radio rules require a vessel to monitor Channel 16 while underway if the radio is on. Commercial ships must also monitor Channel 16 while underway. Use of the channel, while not always con-



Cell phones are great for one-on-one conversations, while on board, but may not be the best choice in an emergency or when venturing offshore

venient, is the best way for a distress call to se heard by a sariety of potential resources

In addition, your radio signat can be use quite effectively to locate you it an emergency. Sophistocated rad - direction finders are in frequent se now at Coast Guard stations an on some commercial towing vess is. They are also one way that uthorities now catch hoax SOS c Hers

In a F rida sinking in which four people hearly died (see related story, at right), had the skipper been using VHF radio, the eighthour search could have been cut by hours using radio direction finders to locate them. Many boaters do not have a Lor: n or GPS on board and cannot provide an accurate position.

Anothe caution whether using a cell phose or a handheld VIIF radio - know the limits of your batteries. Many cell phones are good for only an hour of talk time and perb ps several hours of

stand-by time, using the battery pack. Keeping an extra battery pack on board, fully charged, is also a good idea.

Both VHF and cellular phones depend upon "line of sight" broadcasts. While a VHF signal may be weak, it may still be audible and may be heard for miles, depending upon conditions. A weak cell phone signal, however, may not go through and the caller will hear a phone company recording saying the phone is not in service.

Cell locations vary greatly from service area to service area and a boat can also travel out of local service range unexpectedly.

Members depending upon cell phones as their only means of communication while boating should also check with their local phone company to see if it offers the *CG service. In areas where it is available, simply pressing *CG on a cell phone will connect you with the local Coast Guard dispatcher.

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unday morning in November cellular phone from a Naples FL nember who was out fishing in the Gulf with a male friend and their two sons. He called the tolifree dispatch number to report engine trouble and to request assistance from a TowBOAT/U.S. tower. As is normal procedure, Cardarelli got the member in a three-way conference call with the local tower, Island Marine Towing. However, in the course of the call, the 22-foot runabout was hit by five-foot waves and began taking on water.

As the vessel was sinking about six miles off Marco Island, Cardarelli collected what information he could before the member's cellular phone cut out. The tower also alerted the local Coast Guard group on Channel 16. The member had called the BOAT/U.S. dispatch_number (800-391-4869) because he did not know how to contact the local Coast Guard station by telephone.

The TowBOAT/U.S. captain, Dave Satterfield, the Coast Guard and local police all searched for the victims. Since the boat had no VHF radio on board, no additional contact was possible nor could Suthorities home in on a radio signal field whench and rescue technique of an about the control of the control y light sin the more

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National Advisory Council Meets



The BOAT/U.S. National Advisory Council met November 17-18 with Association staff to discuss every thing from the coming revolution in waterway communications to the slow pace of inflatable life jacket regula-tions. Pictured are (bottom row from left): former U.S. Rep. Bob Davis; Richard Tipton, pres., Recreational Boat Owners of California: Bernadette Bernon, editor, Cruising World; Dorls Bernon, editor, Cruising World; Doris. Colgate, pres., Offshore Salling Schools; Henry Pratt, fmr. Nat'l Commodore, U.S. Coast Guard Auxillary; 3OAT/U.S. President Richard, Schwartz; Wolcott "Tony" Gibbs, Jr., senior editor, Island's magazine; and C. T. "Sklp" Moyer, exec. dir. American Boat & Yacht Council. Top row, from left: BOAT/U.S. V.P. Michael Sciulla; VANM Rohert Nelson, USCG (Ret.): VADM Robert Nelson, USCG (Ret.); Ray Finley Jr., past Chief Commander, U.S. Power Squadrons; Chairman Mack Maloney, author of Chapman's and Dutton's; ADM Owen Siler, fmr. Commandant, USCG (Ret.) Dean Clark, exec. editor Sport Fishing and Marlin magazines; John Bonds, fmr. exec. dir. U.S. Sailing Association; and Chuck Husick, fmr. pres. Chris Craft Boat Co.